

Comparing Missouri



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Old Economic Development

- Being a cheap place to do business was the key.
- Attracting companies was the key.
- A high-quality physical environment was a luxury that stood in the way of attracting cost-conscious businesses.
- Regions won because they held a fixed competitive advantage in some resource or skill.
- Economic development was government-led.

New Economic Development

- Being a place rich in ideas and talent is the key.
- Attracting educated people is a key.
- Physical and cultural amenities are key in attracting knowledge workers.
- Regions prosper if organizations and individuals have the ability to learn and adapt.
- Only bold partnerships among business, government, and nonprofit sector can bring about change.

Six Ps of Site Selection

New Company Attraction/Relocation

Proximity

Close to markets, suppliers, transportation hubs, utility capacity, other required needs.

People

Number with required skills within 30-45 min. drive radius;
Number of local graduates in required fields.

Place

“Cool” place to attract/retain young talent;
Higher/continuing education opportunities a plus.

Product

Available buildings or sites – shovel ready;
Applicable to specific needs.

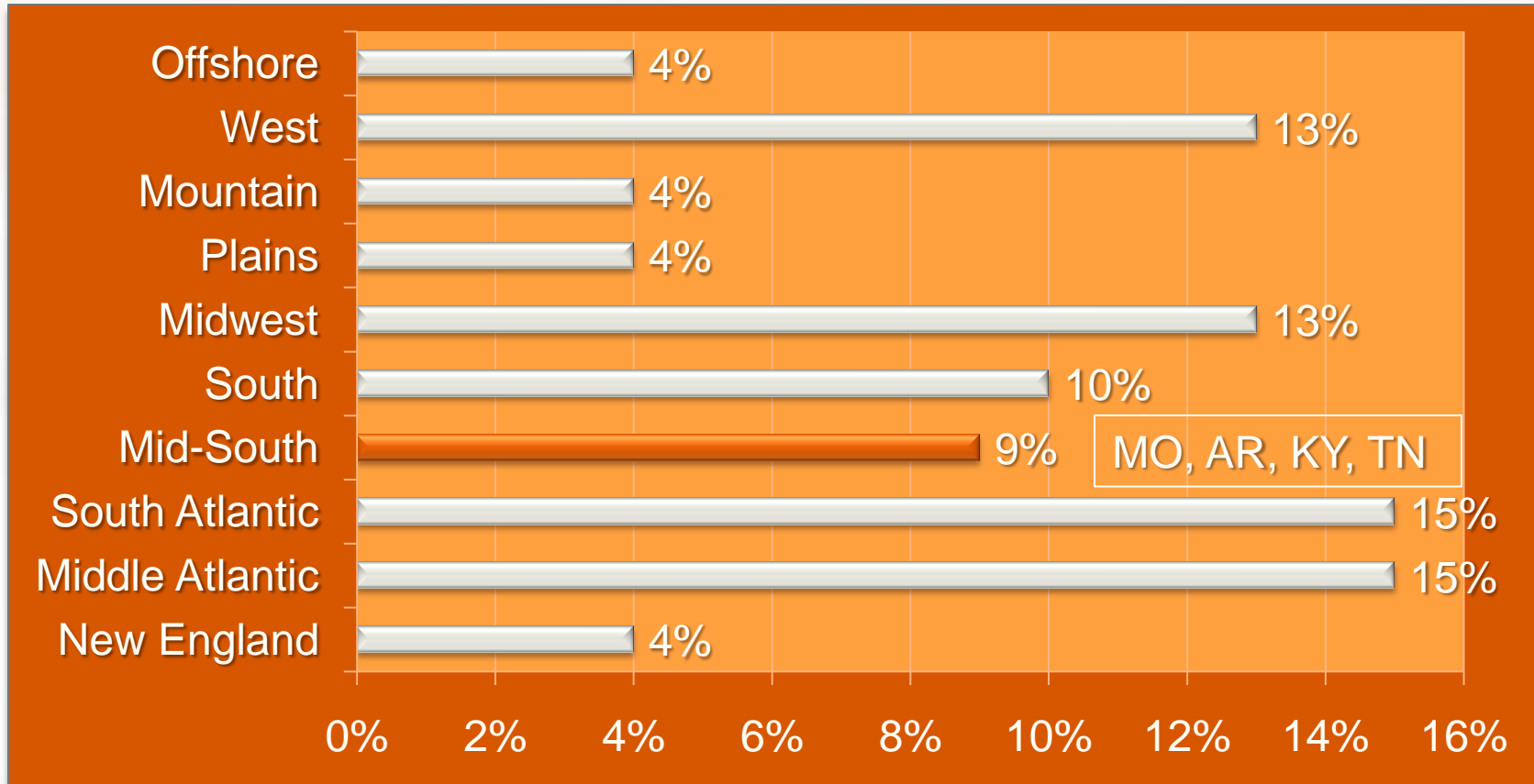
Perception

Supportive local/state government;
Cooperative labor situation.

Price

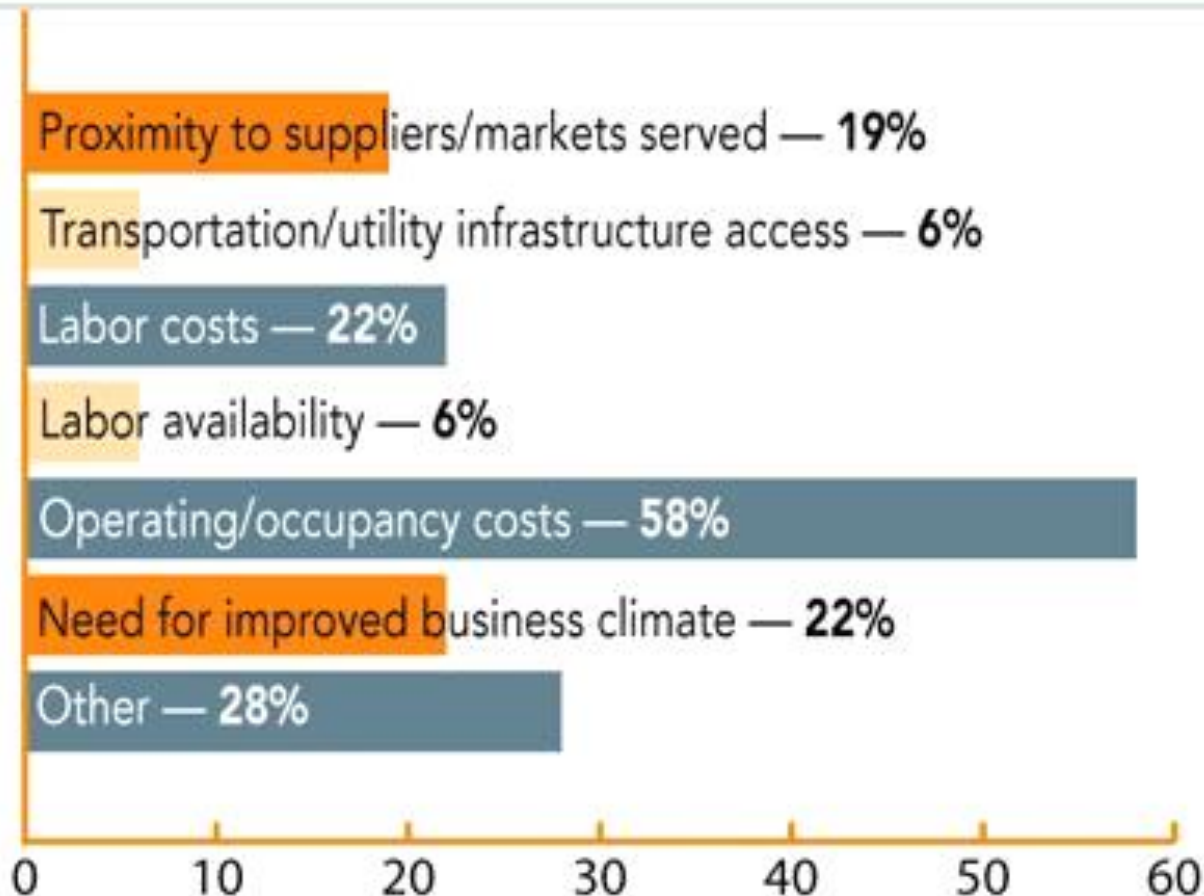
After meeting all requirements above, the finalist that has the lowest overall costs. (Or, in some cases, provides the most up-front funding.)

Where are New U.S. Projects Occurring?



Existing Business - Relocations

Of those with relocation plans, primary reasons:

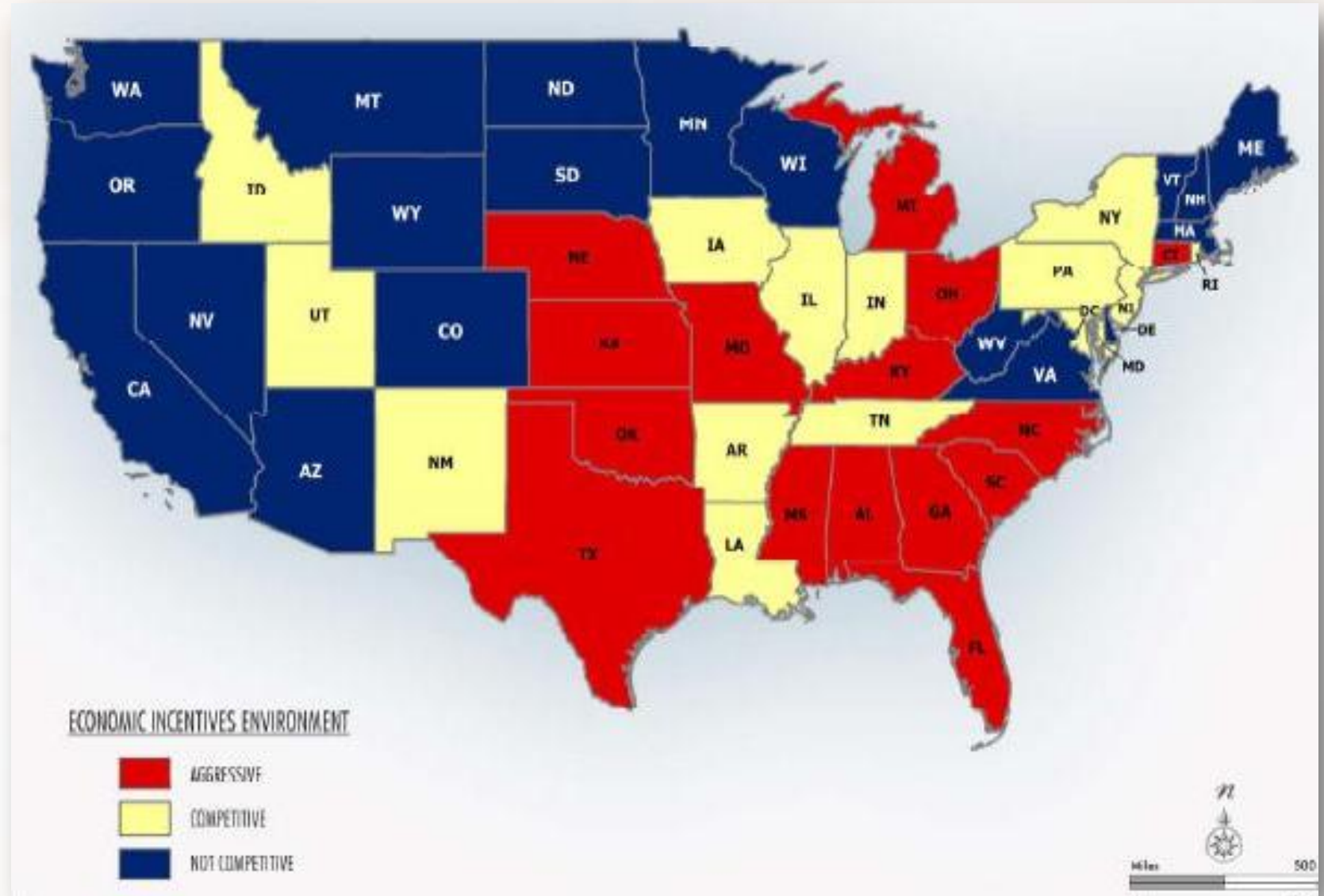


MO Rankings – Business Climate

- **#26: Best States for Business**
 - Chief Executive Magazine, 2010
- **#29: Best States for Business**
 - Forbes Magazine, 2009
- **#17: America's Top States for Business**
 - CNBC, 2010
- **#12: Pro-Business States**
 - Pollina Real Estate, 2009

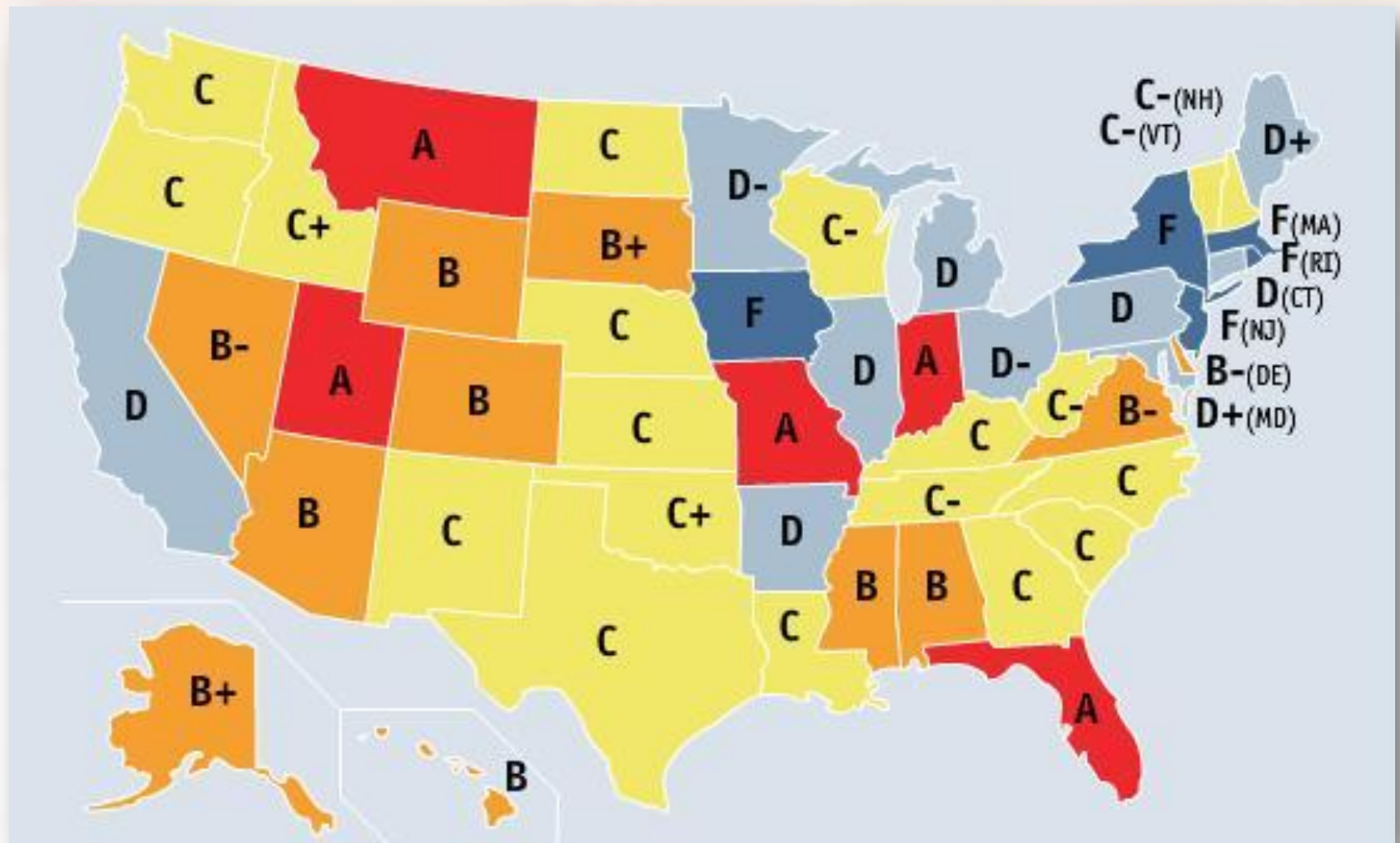
Economic Incentives Environment

2009, CB Richard Ellis



Business Tax Climate

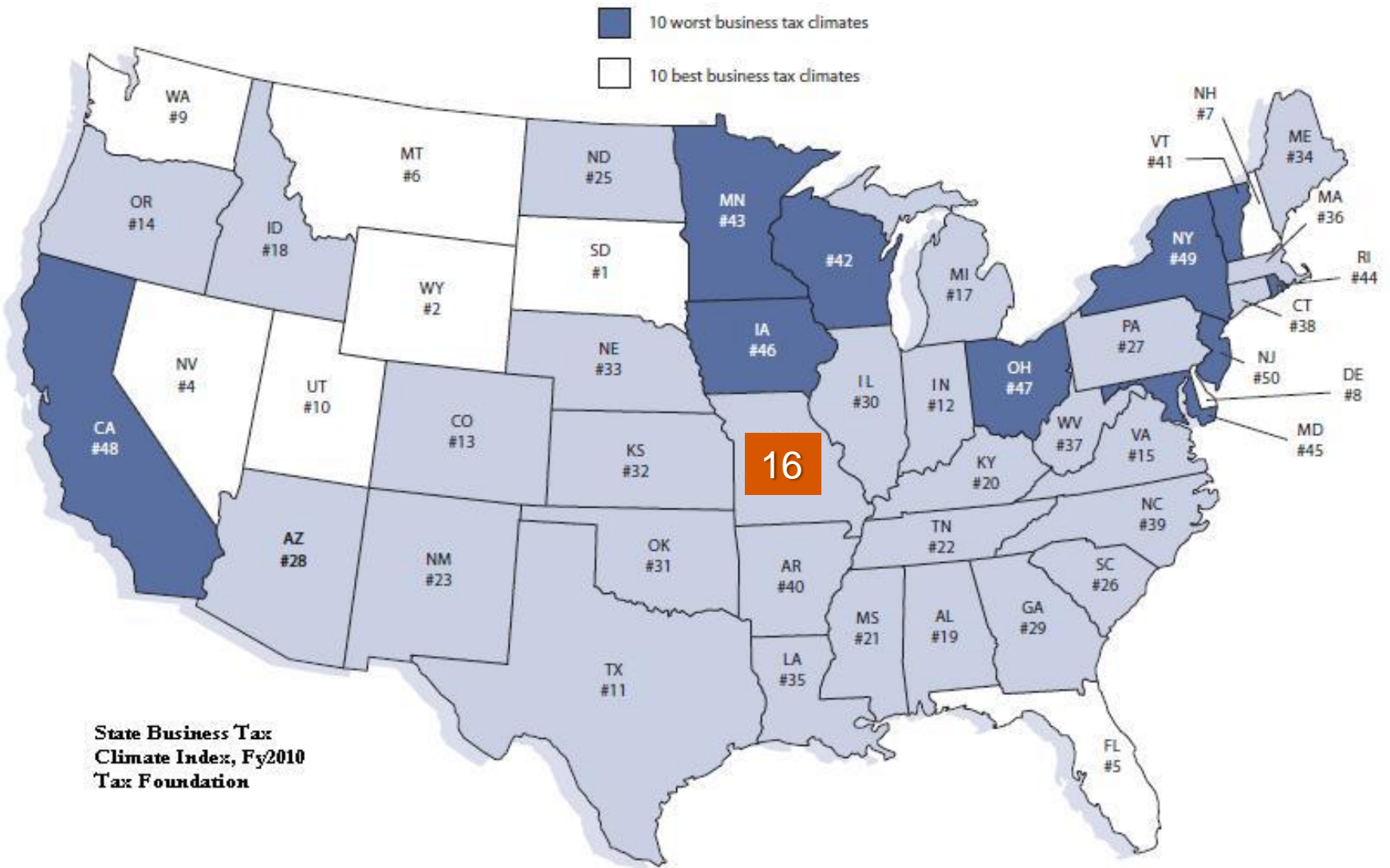
2009, Ball State Center for Business and Economic Research



Source: Tax Foundation, 2010

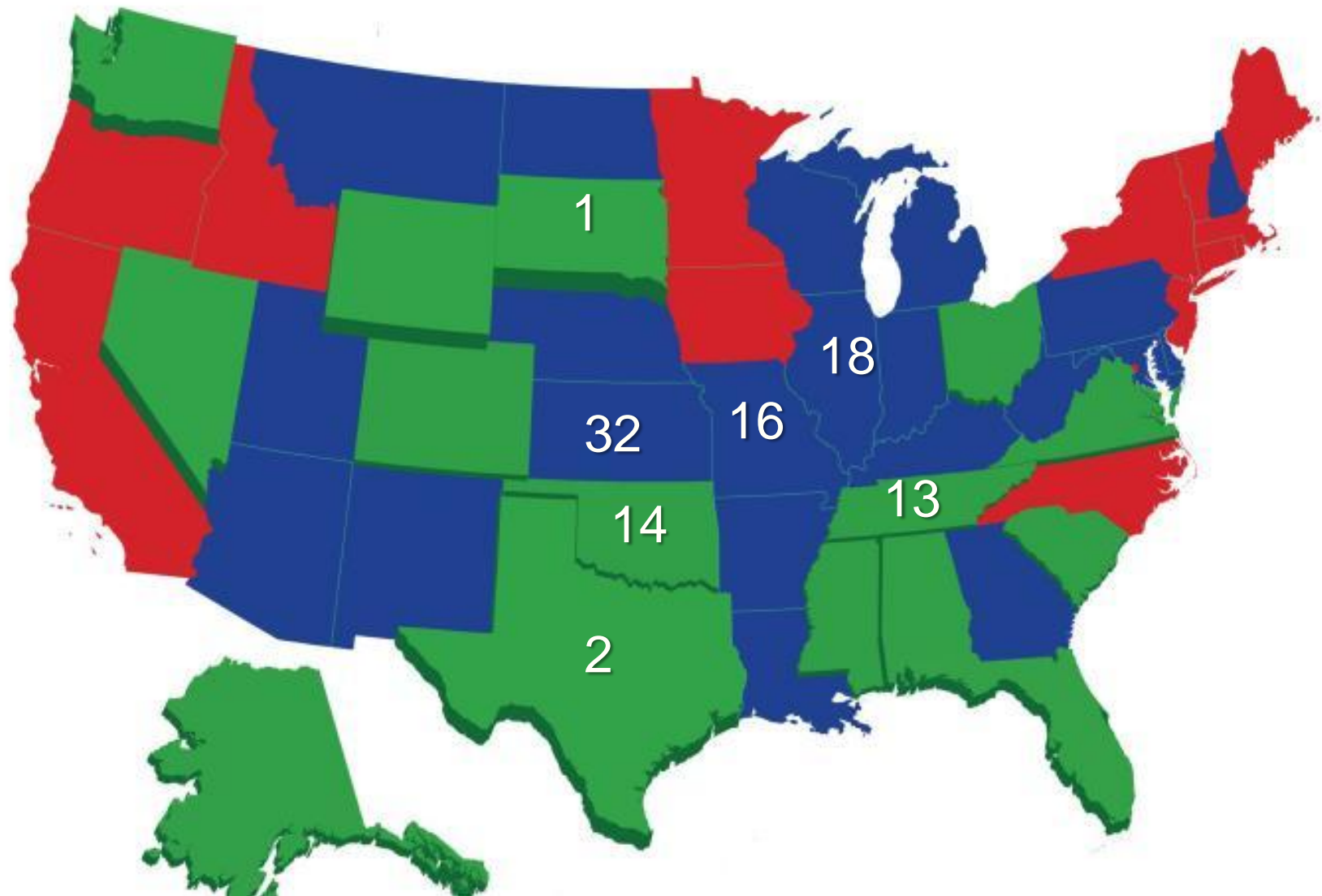
State Business Tax Climate

2010, Tax Foundation



2010 Business Tax Index

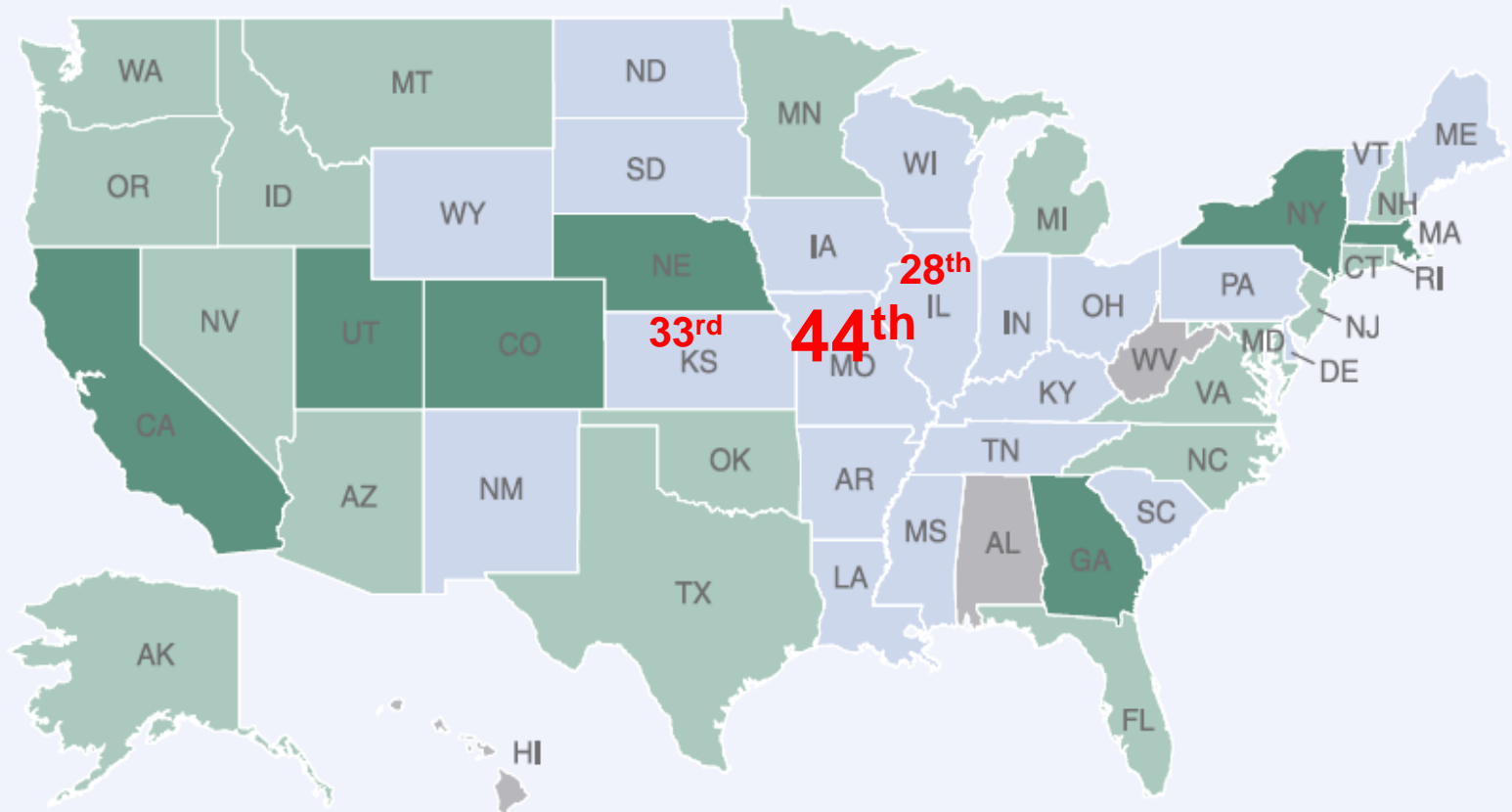
Small Business Entrepreneurial Council



Economic Dynamism

Kauffmann Foundation, 2009

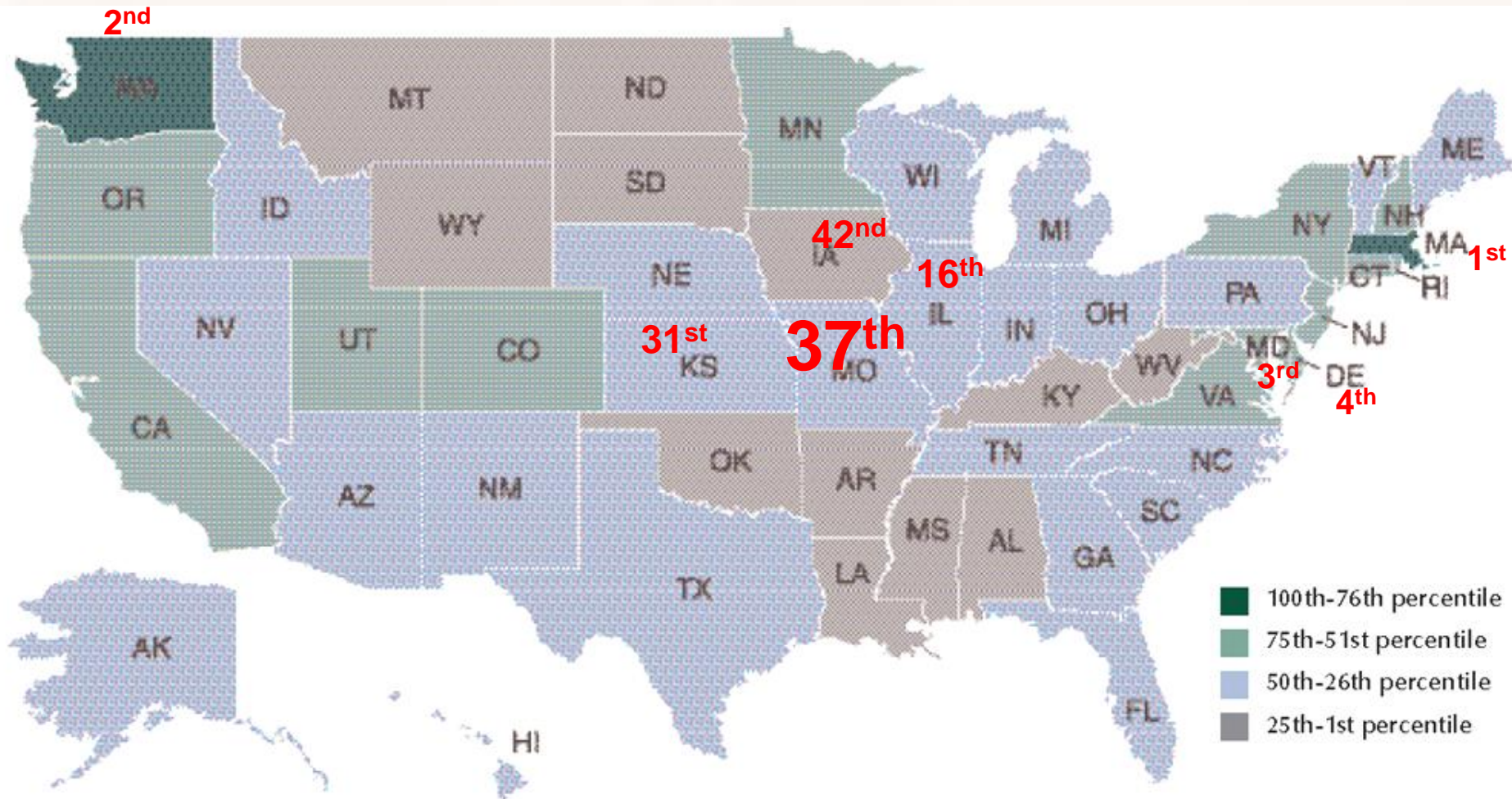
Gazelle employment, job churning, fastest-growing firms, initial public offerings, entrepreneurial activity, and inventor patents.



100th-76th percentile 75th-51st percentile 50th-26th percentile 25th-1st percentile

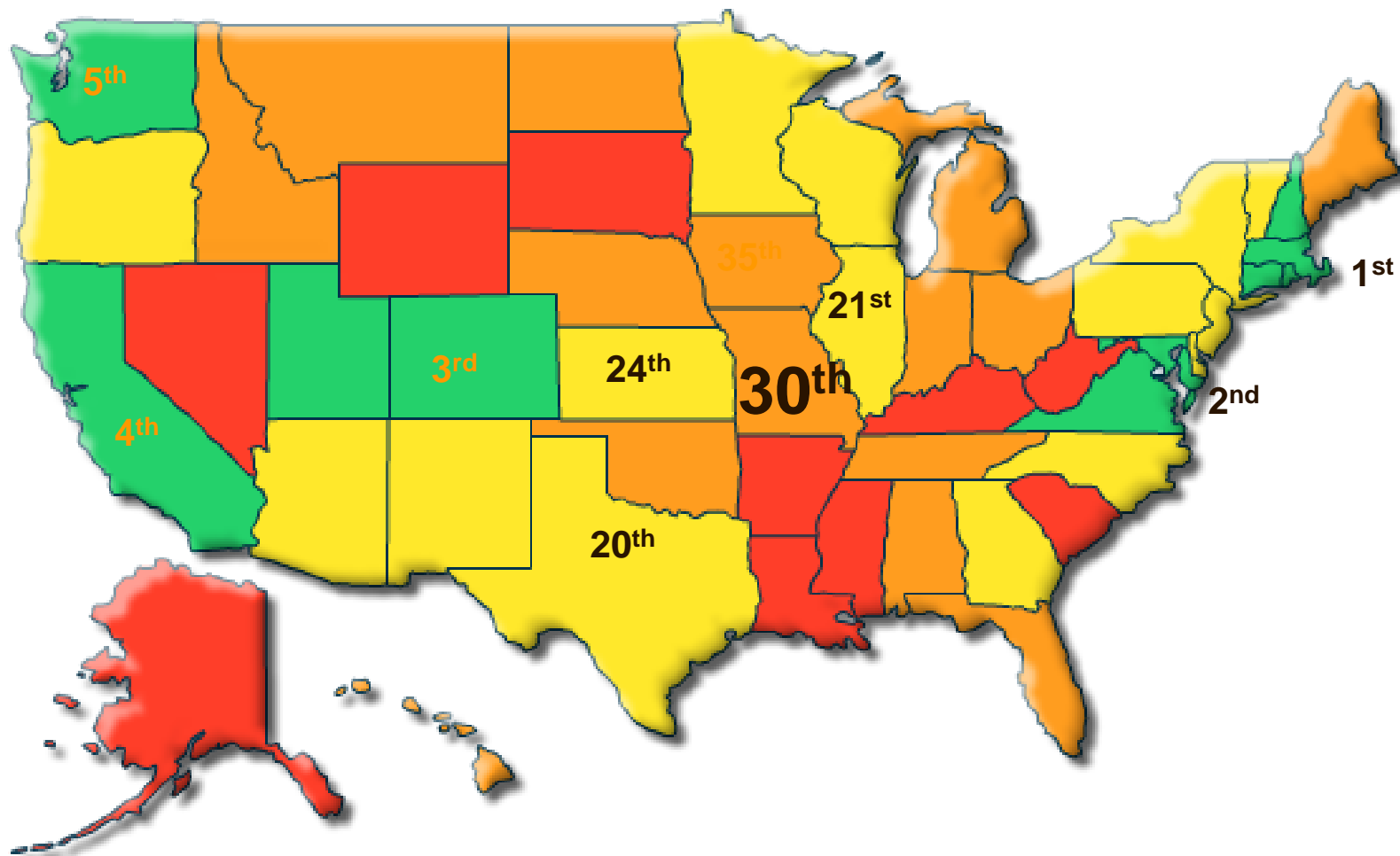
New Economy Index

Kauffman Foundation, 2009



Technology and Science Index

2008, Milken Institute



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